

STAGES OF CHANGE

MOTIVATIONAL INTERVIEWING

Tobacco Cessation Coordinator/Facilitator Training
Lesson Plan

Class Date: TBD

Module Title: Stages of change

Lesson Title: Motivational Interviewing

Text: Instructor-prepared Supplemental Materials

Lesson Overview: Good morning! I am _____, and we begin by defining motivational interviewing. We discuss effective motivational approaches. We follow with a discussion on the application to nicotine dependence. We close by discussing motivational counseling to treatment.

Performance Objective: Given classroom lecture, interactive discussion, and instructor-prepared materials, participants will learn and be able to discuss:

1. Motivational interviewing.
2. Effective approaches.
3. Applying motivational interviewing to nicotine dependence.
4. Motivational counseling in treatment.

Materials:

Teaching Aids: Overhead projector, transparencies, laptop computer, TV and VCR, Chart Packs and Pens, White Board and Pens.

Participation: Audience participation is critical to the success of this lesson. The instructor should use all available educational techniques to facilitate successful learning. These techniques include: extemporaneous speaking, active questioning, visual aids, transitions, interim summaries, and introductions and conclusion.

Summary: Today, our objective was to _____. How are some ways we accomplished our objective? (Allow students the opportunity to summarize the key learning points by guided discussion techniques).

Lesson Title: Motivational Interviewing

The Motivational Interviewing approach, developed by William Miller, puts the responsibility for change on the client, not the facilitator. The facilitator's responsibility is to provide evaluation, recommendations, technical expertise, guidance, and (occasionally) advice.

- Focus is on the emotional set or atmosphere involved in counseling patients.
- There are three critical conditions for change in this approach:
 - Accurate empathy
 - Non-possessive warmth
 - Genuineness
- Effective motivational approaches
 - Giving suggestions
 - Eliminating barriers
 - Providing choices
 - Expressing empathy
 - Giving feedback
 - Clarifying goals
 - Actively Helping
- Application to Nicotine Dependence
 - We respect the client
 - We are optimistic about outcome
 - We keep our own biases in mind so as not to be unduly influenced by them
 - We value accurate empathy
 - We avoid arguing with a client
 - We support self-efficacy and self-determination
 - We know that our expectation of a client can often have a powerful effect on that client.
 - We see the client as long as it is necessary and no longer
 - We help clarify the clients goal
 - We point out discrepancy to increase motivation
 - We provide choices regarding treatment

Motivational Counseling Applied to Nicotine Dependence Treatment

1. Inquire about the client's motivation to stop smoking/chewing: "Have you thought about quitting? How would you be better off if you didn't smoke/chew? What have you tried so to quit? How do you feel when other people advise you to quit smoking/chewing?"

2. Evaluate barriers to success: "What do you like about smoking/chewing? What happened when you tried to quit previously? What problems do you anticipate now? Are you concerned about weight gain? Depression? Trouble concentrating? What else?"
3. Inquire specifically about previous withdrawal episodes: "How did you feel the last time you went for 12 hours without a smoke/chew? What symptoms did you have? Anxiety? Irritability? Trouble concentrating? Trouble sleeping? Cravings? Hunger? Nightmares? Mood swings? Depression?"
4. Engagement of client in the process. (Developing a therapeutic alliance): "If together, we could deal with some of those problems, do you think you would be willing to give it a try again? How do you think I can be helpful to you? What could you have done differently or instead of smoking/chewing, when you relapsed last week?"
5. Offering assistance for treating withdrawal: "People sometimes give up because of withdrawal symptoms. The nicotine patch or gum can reduce or even eliminate these symptoms. Here are the advantages and disadvantages of each one..."
6. Offering treatment options: "In addition to using NRT, I suggest that we enroll you in our tobacco cessation classes/group. We will be able to give you the information and support which will make quitting much easier for you."
7. Developing a contract: "Let's make a plan. What is going to be your quit date? Which class schedule would best fit your needs? There are other options available..."
8. Give a clear, convincing and unequivocal statement of encouragement: "Quitting smoking/chewing right now is the most important thing you can do to improve your health. Congratulations on making your decision to quit!"
9. Assigning homework and setting a follow-up appointment: "I would like to see you in a week. At that time will it be possible for you to complete the sheet I have given you?"
10. Involve family members whenever possible: "See if your spouse can come with you next time. Who else will be supportive of you as you quit smoking/chewing? Anyone else in your family thinking about quitting? Your chances of quitting successfully is much better if you and someone else do it together."